

Exhibit A

CONFIDENTIAL VIDEOTAPED DEPOSITION OF DALE A. CHRISTOPHERSON, VOLUME 1
CONDUCTED ON MONDAY, OCTOBER 19, 2009

1 (Pages 1 to 4)

<p>1 IN THE UNITED STATES DISTRICT COURT</p> <p>2 FOR THE EASTERN DISTRICT OF VIRGINIA</p> <p>3 Richmond Division</p> <p>4 -----x</p> <p>5 ePLUS iNC.,)</p> <p>6 Plaintiff,) Civil Action No.</p> <p>7 v.) 3:09-CV-620 (JRS)</p> <p>8 LAWSON SOFTWARE, INC.,)</p> <p>9 Defendant.)</p> <p>10 -----x</p> <p>11 CONFIDENTIAL</p> <p>12 30(b)(6) Videotaped Deposition of</p> <p>13 Lawson Software, Inc.</p> <p>14 by and through its corporate designee</p> <p>15 DALE A. CHRISTOPHERSON</p> <p>16 Washington, D.C.</p> <p>17 Monday, October 19, 2009</p> <p>18 9:31 a.m.</p> <p>19</p> <p>20 Job No.: 1-165450</p> <p>21 Pages: 1 - 316, Volume 1</p> <p>22 Reported By: Lee Bursten</p>	<p>1 A P P E A R A N C E S</p> <p>2 ON BEHALF OF PLAINTIFF:</p> <p>3 JENNIFER A. ALBERT, ESQUIRE</p> <p>4 Goodwin Procter LLP</p> <p>5 901 New York Avenue, Northwest</p> <p>6 Washington, D.C. 20001</p> <p>7 Telephone: (202) 346-4000</p> <p>8</p> <p>9</p> <p>10</p> <p>11 ON BEHALF OF DEFENDANT:</p> <p>12 WILLIAM D. SCHULTZ, ESQUIRE</p> <p>13 Merchant & Gould PC</p> <p>14 3200 IDS Center</p> <p>15 80 South Eighth Street</p> <p>16 Minneapolis, Minnesota 55402</p> <p>17 Telephone: (612) 332-5300</p> <p>18</p> <p>19</p> <p>20</p> <p>21 ALSO PRESENT:</p> <p>22 ANTONIO TROPEANO, Videographer</p>
<p>1 30(b)(6) Videotaped Deposition of Lawson</p> <p>2 Software, Inc. by and through its corporate</p> <p>3 designee DALE A. CHRISTOPHERSON, held at the</p> <p>4 offices of:</p> <p>5 Goodwin Procter LLP</p> <p>6 901 New York Avenue, NW</p> <p>7 Washington, D.C. 20001</p> <p>8 (202) 346-4000</p> <p>9</p> <p>10</p> <p>11</p> <p>12 Pursuant to notice, before Lee Bursten,</p> <p>13 Court Reporter and Notary Public in and for the</p> <p>14 District of Columbia, who officiated in</p> <p>15 administering the oath to the witness.</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p>	<p>1 C O N T E N T S</p> <p>2 EXAMINATION OF DALE A. CHRISTOPHERSON PAGE</p> <p>3 By Ms. Albert 10</p> <p>4</p> <p>5</p> <p>6 E X H I B I T S</p> <p>7 (Attached to transcript.)</p> <p>8 CHRISTOPHERSON DEPOSITION EXHIBITS PAGE</p> <p>9 Exhibit 1 Plaintiff ePlus inc.'s 13</p> <p>10 First Notice of</p> <p>11 Deposition of Defendant</p> <p>12 Lawson Software, Inc.,</p> <p>13 Pursuant to Rule</p> <p>14 30(b)(6)</p> <p>15 Exhibit 2 Plaintiff ePlus inc.'s 15</p> <p>16 Second Notice of</p> <p>17 Deposition of Defendant</p> <p>18 Lawson Software, Inc.</p> <p>19 Pursuant to Rule</p> <p>20 30(b)(6)</p> <p>21 Exhibit 3 United States Patent 91</p> <p>22 Number 6,023,683</p>

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19 (Pages 73 to 76)

<p style="text-align: right;">73</p> <p>1 to state for the record that we're going to request</p> <p>2 all of these Aberdeen, Gartner Group, Forrester,</p> <p>3 these types of industry analyst reports, that are in</p> <p>4 Lawson's position, custody, or control, going back to</p> <p>5 January of 2004. We ask that those be produced.</p> <p>6 MR. SCHULTZ: Just for the record, to the</p> <p>7 extent that any of those documents would have been on</p> <p>8 the systems that were related in this case, for</p> <p>9 example the custodians that were already collected,</p> <p>10 those would have already been produced. Also we are</p> <p>11 checking to see if there's a central database with</p> <p>12 the reports, and we will confirm whether we have</p> <p>13 access to the reports dating back to January of 2004.</p> <p>14 MS. ALBERT: Well, I mean, we might need a</p> <p>15 broader search done than just the custodians that</p> <p>16 were already collected from in order to find these.</p> <p>17 MR. SCHULTZ: And that's the reason why</p> <p>18 we're going to see if there is a central database of</p> <p>19 those reports.</p> <p>20 MS. ALBERT: Well, I would also ask that</p> <p>21 you make efforts to investigate whether particular</p> <p>22 individuals with responsibilities in competitive</p>	<p style="text-align: right;">75</p> <p>1 kind of clipping service that clips news stories that</p> <p>2 have relevance to the industries in which you compete</p> <p>3 in?</p> <p>4 A I'm not aware of any.</p> <p>5 Q Who would you talk to if you wanted to</p> <p>6 determine that?</p> <p>7 A I would go to Darci, again, and knowing --</p> <p>8 she would be probably referring me to somebody else,</p> <p>9 if something did exist.</p> <p>10 Q In an effort to educate yourself to</p> <p>11 prepare to testify concerning topics 10 through 13,</p> <p>12 did you make any inquiries to determine whether</p> <p>13 anyone at Lawson was aware of ePlus's prior</p> <p>14 litigation against Ariba involving the same patents</p> <p>15 that are in suit here?</p> <p>16 A Mm-hmm. Again, all the conversations that</p> <p>17 we've had in Lawson, Ariba had not come up with the</p> <p>18 action of ePlus versus Ariba, prior to ePlus versus</p> <p>19 Lawson. So we weren't aware of that.</p> <p>20 Q Did you make any inquiries to determine if</p> <p>21 anyone at Lawson was aware of ePlus's prior suit</p> <p>22 against SAP involving the same patents as are in suit</p>
<p style="text-align: right;">74</p> <p>1 intelligence, for example marketing, product</p> <p>2 management, and the types of people to whom these</p> <p>3 types of reports should be disseminated would have</p> <p>4 copies, if they haven't already been -- if their</p> <p>5 documents have not already been collected in the</p> <p>6 custodian search, that you do so.</p> <p>7 MR. SCHULTZ: I will look into that.</p> <p>8 BY MS. ALBERT:</p> <p>9 Q Is there a library on news reports on</p> <p>10 competition, or major events, stories involving the</p> <p>11 competition, that are maintained in the competitive</p> <p>12 research marketing or product management groups?</p> <p>13 A Whether or not there's a central</p> <p>14 repository, I couldn't answer that, if there is. I</p> <p>15 know, for instance, there is reports that I do see</p> <p>16 occasionally that talk about competition and what</p> <p>17 they've done, and then obviously a lot about what we</p> <p>18 also are doing or have done.</p> <p>19 Q Is there a particular name of these type</p> <p>20 of competition reports that you were referring to?</p> <p>21 A I can't think of a specific name, no.</p> <p>22 Q Do you know if Lawson subscribes to any</p>	<p style="text-align: right;">76</p> <p>1 here?</p> <p>2 A Same thing. Prior to ePlus versus Lawson,</p> <p>3 we were not aware of anything about ePlus versus SAP.</p> <p>4 Q Did you make specific inquiries of</p> <p>5 individuals to make that determination?</p> <p>6 A Everyone that we've talked to at all the</p> <p>7 meetings and stuff that we've had, it's never come</p> <p>8 up.</p> <p>9 Q But you didn't talk specifically to anyone</p> <p>10 in the marketing department, correct?</p> <p>11 A Again, that would be going back through --</p> <p>12 Keith Lohkamp would have those connections. Keith</p> <p>13 was involved in those meetings.</p> <p>14 Q Do you know if Mr. Lohkamp made inquiries</p> <p>15 of individuals in the marketing department about that</p> <p>16 area?</p> <p>17 A It would be a question probably best</p> <p>18 stated to him.</p> <p>19 Q But in order to prepare to testify today,</p> <p>20 you didn't go back and ask him about that?</p> <p>21 A I did not ask him that specific question,</p> <p>22 no.</p>